DEPARTMENT OF THE NAVY
NAVSUP FLEET LOGISTICS CENTER NORFOLK
1968 GILBERT STREET SUITE 600
NORFOLK VA 23511-3392

JUSTIFICATION AND APPROVAL
FOR USE OF SOLE SOURCE (BRAND NAME)

1. <u>Requiring and Contracting Activity</u>.

Requiring Activity: Commanding Officer
                        Navy Cyber Defense Operations Command (NCDOC)
                        112 Lake View Parkway
                        Suffolk, VA 23435

Contracting Activity: Commanding Officer
                        NAVSUP Fleet Logistics Center Norfolk (FLCN)
                        Contracting Department, Code 200
                        Norfolk, Virginia 23511-3392

Requisition Number: N3600116RC037FS

2. <u>Description of the Action Being Approved</u>.

This is a sole source (brand name) action to be awarded as a new firm, fixed price contract for the delivery of supplies in support of the NCDOC mission. ThinkLogical is the only known manufacturer of the required supplies. ThinkLogical distributes through a network of 36 value-added resellers who are listed on http://www.thinklogical.com/partner_main .

3. <u>Description of Supplies/Services</u>.

NCDOC Cyber Defense Operations Watch Standers monitor 26 network nodes for unauthorized activity. NCDOC employs a fiber optic Enterprise-level Keyboard, Video, Monitor (KVM) switching network to perform this critical function. The items procured under this action will replace existing in-kind components and increase the size and capacity of the Enterprise KVM system. The complete listing of the required hardware is:

Description	Quantity
ThinkLogical TLX Matrix Switch Chassis, Redund Power Supplies,One Ctrl Card, Config up to 48 Ports,No touch Panel (TLX-MSC-000048)	1
ThinkLogical TLX Matrix Switch Data Input/Output Card, 16 Ports for Multi-Mode Connectivity (TLX-MSD-M00016)	4
ThinkLogical TLX48 Matrix Switch Control Card (TLX-MSM-C00048)	2
ThinkLogical TLX MultiMode RX, 1 Display 4K@60Hz, Analog Audio, Serial RS232, USB HID & 2.0 (TLX-RMM-U00D20)	14
ThinkLogical TLX MultiMode TX, 1 Display 4K@60Hz, Analog Audio, Serial RS232, USB HID & 2.0 (TLX-TMM-U00D20)	28
ThinkLogical TLX Modular Rack Mount Chassis, Up To 4 Video Extenders Modules Or 2 KVM Modules (CHS-000004)	14

4. Statutory Authority Permitting SOLE SOURCE (BRAND NAME).

41 U.S.C. 1901 - a sole source acquisition under the authority of the test program for certain commercial items, as implemented by FAR 13.501(a).

5. Rationale Justifying Use of Cited Statutory Authority.

The Enterprise KVM system currently in place at NCDOC is comprised of ThinkLogical-branded switches, extenders, racks and other hardware. The electronic components run ThinkLogical software. Enterprise-level devices provide administrators with complete control of all devices attached to the KVM system through the management software, down to the port level.

Due to the critical nature of the work performed by Cyber Defense Operations Watch Standers, the successful integration and interoperability of hardware and software inserted into the existing Enterprise KVM system is the primary determining factor when procuring new hardware with installed software. Research conducted using the internet of fiber optic KVM component providers found multiple cautions with regard to compatibility. The company 42U stated "Although most KVM switches can be daisy-chained for port expansion, users must consider possible compatibility issues when different manufacturer's devices are used together." Similarly, the ATEN company website states "Although all compatible switches can be accessed from the master switch's OSD for port switching operations, some configuration setting functions may not be supported." NCDOC grants that the hardware made by other manufacturers can be physically plugged in to the Enterprise KVM system and may fit into the ThinkLogical-branded racks, however, each manufacturer's hardware comes with its own management software and operating software. Incompatible software coding may result in false positives when surveilling the network nodes or may result in the system failing to recognize threats.

Further, additional administrator software would require configuring each new piece of hardware as opposed to a 'plug-and-play' scenario if ThinkLogical-branded items were used.

Troubleshooting the Enterprise KVM system would be more difficult if the hardware and software of other manufacturers were integrated, jeopardizing the ability of NCDOC to perform its mission tasking. Rather than a clear picture of device failures, NCDOC technical personnel would be required to become experts on multiple devices and the supporting software. The time to trouble shoot and correct errors would increase as technical personnel would have to mine both software compatibility and hardware failures for the source of the problem. This additional time equates to sub-optimal system performance and Navy network vulnerability.

One of the primary goals and concerns of NCDOC is to maximize system up-time. The Navy Networks suffer random attacks but are always under the threat of attack. To minimize system down-time as a result of hardware failure, NCDOC requires the capability to hot-swap components, that is, to remove and replace components without bringing down the entire system. The only way to hot-swap components _and_ minimize the risk of anomalistic behavior is to use components with known features and assured software compatibility.

No other manufacturer's product can fulfill the NCDOC mission requirement without increasing risks to network defense.

6. Description of Efforts Made to Solicit Offers from as Many Offerors as Practicable.

The requirement will be synopsized and solicited via the Government Point of Entry (GPE) in accordance with FAR Subpart 5.2. ThinkLogical lists 36 value-added resellers each of whom will be given fair opportunity to quote the required items.

Market research revealed the items to be commercial-off-the-shelf Information Technology items. The Contract Specialist research GSA schedules using the GSA Advantage! website. GSA offers ThinkLogical branded item through a small number of vendors but does not list the specific items required.

The contract specialist also research strategic sourcing opportunities. The only vehicles located with the potential to satisfy the requirement were the Army CHESS ITES-2H hardware and the ADMC-2 contracts. After reviewing the catalogs of the 7 vendors on these contracts, the Contract Specialist concluded the ThinkLogical branded-items required were not offered.

The Contract Specialist next conducted a search for small businesses dealing in ThinkLogical products using the Dynamic Small Business Search engine. The only company returned using the keyword 'ThinkLogical' was ThinkLogical Solutions, Inc.

The Contract Specialist next searched for a list of distributors of ThinkLogical-branded items on the ThinkLogical corporate homepage. ThinkLogical lists 36 value-added resellers. A random sampling of the resellers indicated enough resellers were registered in the System for Award Management for competition to occur and many were categorized as small business concerns.

7. <u>Determination of Fair and Reasonable Cost</u>.

The Contracting Officer has determined the anticipated cost to the Government of the supplies covered by this J&A will be fair and reasonable. A fair and reasonable determination will be made prior to award.

8. <u>Actions to Remove Barriers to Future Competition</u>.

In the event a complete replacement of the Enterprise KVM system is required, rigorous market research effort and technical review will be performed. While the current system is in place, NCDOC intends to restrict the brand to ThinkLogical for the features, reasons, and risk reduction measures noted above in paragraph 5. All ThinkLogical partners will have fair opportunity in future acquisition for ThinkLogical-branded items.

9. <u>Contracting Point of Contact</u>

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